CONTRACT APPROVAL REQUEST

Project: **1999 PHILIP MORRIS PRESENTS MUSIC CONCERT**

Vendor: Summitt Management Corporation

Project Manager: Yvette Robinson

1998 TOTALS: 240,300 (8.0% Reduction IP 1999 -

Term: **Indiana Black Expo '99**

Financial Impact: **$221,000;** $100,000 - Talent Fees and $115,000 - Production, both to be paid in three installments of 40%/40%/20%; Expenses - $6,000

Contract Description:

The attached contract covers the arrangement between Philip Morris USA and Summitt Management Corporation (SMC), which will provide all services customarily provided by a professional producer of music concerts in connection with the Philip Morris Presents Tour.

SMC will serve as liaison on behalf of Philip Morris with civic organizations and all other parties involved with the festival. SMC will conduct research and select musical talent to perform at the Concert. SMC will arrange and supervise all production details with the Artists and Concert production staff.

Payment Terms: Three installments (As Follows) - 40%/40$/20%

Talent	1st Payment	2nd Payment	3rd Payment
$100,000	$40,000	$40,000	$20,000

Production	1st Payment	2nd Payment	3rd Payment
$115,000	$46,000	$46,000	$23,000

Risk Management: $5,000,000 General Liability - Normal Philip Morris limits

Budget Implications: This professional service contract has been budgeted in the 1999 CEM budget.

Accounting Code: 044-472-4440-00E47

Approvals:

Y. Robinson
J. Fontanez
I. Broeman
For Your Signature

4/26/99
4/27/99

* Requires SVP approval as this is a bid waiver.

Finance
~~L. Lubrano~~
J. DiPaola

4/27/99

Risk Management
K. Beam
Attached

Will be bid in 2000

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Source: https://www.industrydocuments.ucsf.edu/docs/gzdy0004